

Maryland Global Express

The Newsletter of the Baltimore US Export Assistance Center

US Department of Commerce
US & FCS– Baltimore USEAC

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“Your Gateway to the World”

<http://www.buyusa.gov/baltimore>



May 2005 NEWSLETTER



12th Annual U.S. Ambassadors Tour



May 23, 2005

8:30 A.M. – 4:00 P.M.

World Trade Center

Baltimore, MD

For the 12th year, the U.S. Ambassadors to the ASEAN countries of Indonesia, Malaysia, Philippines, Singapore, Thailand, and Vietnam and their Senior Commercial Officers from the U.S. Commercial Service are teaming up with the U.S. ASEAN Business Council to conduct a multi-city tour of the United States. This year the tour stops in Baltimore, Maryland. South East Asia represents one of the fastest growing regions in the world and boasts exciting opportunities for U.S. exporters. The ASEAN region of 10 countries grew 6.3% in 2004 and represents a regional economy of US\$750 billion and 500 million people. As the 3rd largest market for U.S. exports, this region holds excellent opportunities for U.S. companies.

The Promise of Southeast Asia has been organized by the State of Maryland's Department of Business and Economic Development and the U.S. ASEAN Business Council for Maryland businesses to tap into this global economic force. The U.S. Ambassadors and Senior Commercial Officers will address opportunities opening to Maryland companies. Through roundtable discussions, a luncheon dialogue, one-on-one meetings, and informal discussion, the Maryland business community can engage the Ambassadors and Senior Commercial Officers on how to capture market opportunities.

During their time in Baltimore, the Senior Commercial Officers and U.S. Ambassadors will provide market briefings highlighting the business climate of their countries as well as important industry information and opportunities for U.S. companies. Following the market briefings, there is an opportunity for you to engage in exclusive one-on-one meetings with the Senior Commercial Officers. The market briefings and customized one-on-one meetings are the perfect opportunity for your company to:

- Explore business prospects,
- Receive information on the industry and regulatory environment for your product/service, and
- Acquire knowledge on the best prospects in each country.

Maryland's Secretary of Business and Economic Development, Aris Melissartos, and Secretary of State, Karl Aumann will also speak at the event.

The cost for the event is \$50. To register for this event, please complete the on-line registration form:

<http://www.emarketingmd.org/asean/aseanmain.htm>

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Seminar: Exporting to China Philadelphia, PA May 19-20, 2005

The Philadelphia U.S. Export Assistance Center, in partnership with the Mid-Atlantic District Export Council, is pleased to announce the **Exporting to China: Seizing Opportunity and Managing Risk** conference to be held on May 19th in Philadelphia.

Since 1990, U.S. exports to China have grown almost 12 percent annually to USD 561.4 billion. China is now America's sixth largest export market. From January to November 2004, China-U.S. trade reached a historical high of USD 210.7 billion during the first 11 months of 2004. The growth of imports from America in many key sectors, such as energy, chemicals, machinery, telecommunications, medical equipment, construction, services and franchising confirms that **China will remain a key market for American exporters** well into the 21st Century.

Exporting to China: Seizing Opportunity and Managing Risk will feature public and private sector presentations on the Chinese market, market entry strategies, and industry lessons learned.

In addition to the conference format on May 19th, we will offer twenty minute one-on-one meetings with selected speakers on key aspects of doing business in China, including: Legal Issues and Due Diligence, Banking Solutions, Shipping and Logistics, Operations and Marketing, and the new China Business Information Center. These appointments will be from 8:30 - 12:00 PM on May 20th, 2005.

Space is limited, with conference registration and one-on-one meetings offered on a first come, first serve basis. The \$150 per person conference fee includes:

- conference participation
- binder with presentations and market information
- continental breakfast
- coffee breaks
- business luncheon with a VIP Speaker
- networking cocktail reception

Register at
<http://www.buyusa.gov/philadelphia/exportchina.html>
or contact the Philadelphia USEAC at 215-597-6101.

China Healthcare Newsletter:

First Edition Launched on April 12, 2005

The U.S. Commercial Service office at the U.S. Embassy in Beijing is pleased to announce the first issue of the China Healthcare Newsletter. This new newsletter focuses on upcoming events (trade missions, visitors, trade fairs, etc.), highlights some of the healthcare opportunities in China, and features specific topics of interest to U.S. exporters of medical equipment and services. The China Healthcare Newsletter is available online at

<http://www.buyusa.gov/china/en/healthnewsletter.html>

China U.S. Building Materials Business Development Mission June 2-4 and 5-10, 2005

The US-China Build Program, a recipient of a U.S. Department of Commerce grant, is organizing a trade mission to China from June 5-10, 2005 for building materials and service providers related to the housing and construction market.

- Interested in supplying China, but don't know where to start?
- How do you find a good distributor and make sure they represent your product fully?
- Are joint ventures a good way to do business in China?
- How do you make sure you get paid?
- What kind of products are in demand and is my product something that Chinese developers and builders want?
- How well equipped is China to compete with the product I produce?

These questions and more will be answered during the US-China Build Program's two missions to China:

- 1) The Dalian China Factory Tour (June 2-4) and
- 2) The Shanghai Business Development Mission (June 5-10). Companies are not required to participate in both missions.

This mission is designed to give companies who are interested in doing business in China an intensive week-long education about China's building materials and service market through organized meetings and site visits. The mission will also provide companies with the opportunity to discuss their products and services with Chinese developers, distributors, and specifiers.

Factory Tour: The group will tour factories using hardwood and softwood materials. We have contacts with a number of manufacturers, therefore, we will arrange the schedule to meet the interests of the group participating in the mission.

Business Development Mission: The mission group will meet with various groups to develop a better understanding about

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what imported products are in demand, regulations affecting the import of goods, consumer demand, and more about market trends, distribution systems, and how to sell your product in China. Companies will also have the opportunity to present information about their products to Chinese firms.

US-China Build participants include architects, designers, and suppliers of all products used in residential and commercial construction.

An information/registration form and draft itinerary can be found at:
<http://www.uschinabuild.org/Events/missionflyer12.11.04.pdf>

Interested companies may also contact Rose Braden at the U.S.-China Build Program at 503-248-0406. Contact the Baltimore USEAC's Alexandur Amdur for more information on how the U.S. Commercial Service can be of assistance in expanding your company's sales in China.

Service Fee Increases Announced by U.S. Commercial Service

We would like Maryland companies that receive this newsletter to be aware that some fees that we charge for certain customized services has increased as of April 1, 2005. These services include our International Partner Search, International Company Profile, Gold Key Matchmaking Service, and Trade Missions. The amount of these changes depends upon the cost of delivering the services in specific markets around the world. These price changes are necessary because federal policy requires us to charge the full cost for customized services to individual clients.

Is the U.S. Commercial Service still a great deal? We hope you agree that it is. Even at a higher price, our customized services remain the most effective tools available for generating new sales and lowering risk. Most of the information and analyses we generate are still free, as is the valuable counseling we provide. Our web sites—www.Export.gov and all of our country websites under the www.Buyusa.gov brand—are free and continue to be enhanced weekly with useful information and services.

Our regional promotion programs such as Asia Now, Access Eastern Mediterranean, Showcase Europe and the Americas are also a great value. By using us to enter multiple markets simultaneously you can cash in on one of the most cost effective market entry strategies available anywhere on the planet. And as always, our customized services have a money back guarantee if you're not fully satisfied.

Our worldwide network remains yours. Our expertise is unmatched. Our effectiveness continues to be celebrated by thousands of U.S. companies who make sales with our help every year.

We know you don't like to see your costs go up. We don't either. We want you to know that we value the trust you place

in us, and we will continue to devote ourselves to giving you the best possible results.

If you are considering signing up for a Gold Key Matchmaking Service or other customized service, please contact us to find out about the pricing changes at 410-962-4539 or Office.BaltimoreUSEC@mail.doc.gov.

Commerce Department Launches Web Site to Aid Small- and Medium-Sized Businesses in Internet Exporting:

*"E-commerce Toolbox" Site Advises on How to Use
the Internet to Export*

The U.S. Commerce Department's International Trade Administration Office of Technology and Electronic Commerce launched an innovative website to boost small- and medium-sized companies' ability to e-export. The site, www.export.gov/sellingonline, consolidates information and resources into an "e-commerce toolbox" that the Commerce Department and other U.S. government agencies offer to American businesses to increase Internet exports.

The site addresses such fundamental issues as "What is e-commerce?" and "Are you e-commerce ready?" Also on the site is more specific information on assessing your target market and developing an appropriate website; on considering taxes, shipping, and other legal issues; and on commerce basics that are unique in the online marketplace, as well as summary research on the top Internet-use markets. With examples and links to valuable resources, this site provides the new e-exporter with concrete "tools" to access the vast opportunities online.

Commercial News The Showcase for American-Made Products and Services USA

Commercial News USA is the official United States Department of Commerce showcase for American-made products and services. The catalog-style magazine is designed to help American companies promote products and services to buyers in more than 145 countries--at a fraction of the cost of other advertising options. Each issue reaches an estimated 400,000 readers worldwide.

Advertising in Commercial News USA provides American companies with an unparalleled opportunity to market products and services around the world. Advertisers in Commercial News USA have the potential to increase export sales with a minimal investment.

Commercial News USA is distributed bi-monthly to readers outside the United States. The magazine, which is free, is mailed directly to qualified recipients and distributed by U.S.

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and Foreign Commercial Service personnel at U.S. embassies and consulates worldwide.

Advertising in Commercial News USA is a unique tool for helping your company increase its exports. Whether you seek representation, distribution, direct sales, licensing or joint-venture partners, Commercial News USA will deliver your message directly to potential customers in export markets worldwide. Just one listing can produce a substantial return on your investment.

Contact the Baltimore USEAC at 410-962-4539 or Office.BaltimoreUSEAC@mail.doc.gov for more information.

USTR Issues Review of Telecommunications Trade Agreements: *Renewed Focus on Identifying, Dismantling Telecommunications Trade Barriers*

The Office of the United States Trade Representative has announced the results of its 2005 annual review of foreign compliance with telecommunications trade agreements, the "Section 1377 Review." The report both identifies barriers facing U.S. telecommunications services and equipment providers, and lays out the specific telecommunications-related issues on which the office of the USTR will focus its efforts this year.

"Ensuring the benefits of competitive telecommunications markets is a critical element of our global efforts to open markets and expand trade opportunities for all U.S. businesses," said Acting U.S. Trade Representative Peter F. Allgeier. "The 1377 Review identifies practices that interfere with these goals, and that have the potential to damage American companies, workers and consumers-practices which we will work vigorously over the coming year to modify or eliminate."

The main issues identified in this year's review include existing practices or prospective concerns relating to: 1) excessive interconnection rates for mobile networks in Germany, Japan, Mexico, Peru and Switzerland; (2) restrictions on access to and use of leased lines in Germany and submarine cable capacity in India; (3) excessive regulatory requirements in China, Colombia and India; (4) burdensome testing and certification requirements in Mexico and Korea; and, (5) limitations on suppliers' choice of technology in China and Korea.

Countries requiring particular attention this year include China, which has imposed a number of severe regulatory requirements, notably related to capitalization levels and joint venture partners; Japan, which has limited entry to its wireless markets by failing to make new spectrum available; Peru, which has consistently delayed addressing some of the world's highest mobile termination rates; and India, which has failed to address restrictions on access to submarine cable capacity

and undermined positive, liberalizing steps in its market by imposing excessive licensing requirements on new entrants.

A copy of the report can be found at <http://www.ustr.gov/>

USTR Releases 2005 Inventory of Foreign Trade Barriers

The Office of the United States Trade Representative has released its 2005 National Trade Estimate Report on Foreign Trade Barriers (NTE), an annual report documenting foreign trade and investment barriers and U.S. efforts to reduce and eliminate those barriers.

The NTE provides an account of barriers and unfair trade practices to American exports of goods, services, and farm products. Besides limiting opportunities for U.S. businesses and farmers, such barriers also undermine the benefits that foreign countries, particularly developing countries, see from trade liberalization. The NTE covers 61 major trading partners in each region of the world and profiles policies restricting market access.

Major ongoing problems include:

- The epidemic levels of counterfeiting and piracy in China, which cause serious economic harm to U.S. businesses in virtually every sector of the economy.
- The reopening of Japan's market to U.S. beef and beef products after Japan banned imports when one BSE-infected imported cow was found in the United States in late 2003.
- The imposition of a 20 percent tax by Mexico on beverages and syrups made with sweeteners other than cane sugar.

A copy of the report is available at <http://www.ustr.gov/>.

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Trade Events, Workshops, and Seminars

For information on these and other events not listed, or if you would like your event listed, contact the Baltimore USEAC at 410-962-4539.

U.S. and Local

Export Howard County: Focus on Small Business

May 10, 2005, 9:00 AM to 3:00 PM

The Center for Business & Technology Development
9250 Bendix Road North
Columbia, MD 21045

Cost: \$99

Contact: Howard County EDA at (410) 313-6550 or
<http://www.hceda.org/thecenter/events.html>

Export Howard County: Focus on Small Business will help you take the first steps in launching your business into the global marketplace. Available to all companies and individuals interested, regardless of location! Discussion topics include: evaluating export potential, identifying target markets, developing market strategies, building distribution networks, the “mechanics” of exporting, and financing options.

Mexican Market for U.S. Education WebEx Briefing

May 13, 2005 at 12:00 pm EST

In conjunction with IIE and the U.S. Department of State, the Commercial Service in Mexico City will be hosting a WebEx conference on the Mexican Higher Education Market. This on-line event will provide U.S. Universities, Community Colleges and other institutions of higher learning the opportunity to receive an overview of the Mexican education market, an understanding of the Mexican international student and insight into the student visa application and issuance process. For more information and to register for this FREE market briefing, please go to http://www.buyusa.gov/mexico/en/trade_events.html, scroll down to the event headed 'Mexico Higher Education WebEx', and follow the link to fill out the [registration form](#). You will receive an e-mail with detailed instructions on how to access the event.

17th Annual Embassy Day

Trade Exhibition and Luncheon

May 19, 2005

Bethesda North Marriott Hotel and Conference Center
5701 Marinelli Rd.

North Bethesda, MD 20852

Cost: \$60-\$80

Contact: World Trade Center Institute, 410-576-0022 or
<http://www.wtci.org/events/>

For those doing international business, the World Trade Center Institute's Embassy Day is a must event for you. This opportunity is the most cost effective way for you to network with leading Embassy officials and its going to happen right here in Maryland. Last year's program was attended by over 120 foreign embassy diplomats from 70 countries and over 400 area executives – a record attendance! The World Trade Center Institute, the Montgomery County Department of Economic Development and the Maryland Department of Business and Economic Development will host the Embassy Day on May 19. Now in its 17th year, Embassy Day is Maryland's premier international business event of the year.

The Promise of Southeast Asia Seminar and U.S. Ambassadors Tour

May 23, 2005

Baltimore, MD

Cost: \$50

Register at

<http://www.emarketingmd.org/asean/aseanmain.htm>

The Promise of Southeast Asia has been organized by the State of Maryland's Department of Business and Economic Development and the U.S. ASEAN Business Council for Maryland businesses to tap into this global economic force. The U.S. Ambassadors and Senior Commercial Officers will address opportunities opening to Maryland companies. Through roundtable discussions, a luncheon dialogue, one-on-one meetings, and informal discussion, the Maryland business community can engage the Ambassadors and Senior Commercial Officers on how to capture market opportunities.

National NAFSA Education Conference

May 31 – June 3, 2005

Seattle, WA

Contact: Bryan Larson, Baltimore USEAC,
at 410-962-4534 or Bryan.Larson@mail.doc.gov

Members of the U.S. Department of Commerce Commercial Service Education Team will be actively participating at the annual NAFSA conference in Seattle, Washington. Please consider attending our session, “Promoting U.S. Education Overseas: State & Federal Government Resources” at 1:00 pm on June 2, and/or visit our booth (#845) to meet our team members and gather additional information about how we are assisting U.S. education & training organizations.

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InfoComm 2005

June 4-10, 2005

Las Vegas, NV

Contact: Bryan Larson, Baltimore USEAC, at 410-962-4534 or Bryan.Larson@mail.doc.gov

InfoComm International is the world's annual premier exposition and conference for the professional audiovisual communications system integration industry. InfoComm hosts exhibitors who are direct manufacturers and distributors of professional audio, video, display, multimedia, presentation, conferencing, streaming media and other high technology products and services for non-broadcast applications in the corporate, government, military, education, healthcare and numerous other vertical markets. Infocomm expects 725 exhibitors and over 25,000 attendees to attend the conference and exhibition.

Supercomm 2005

International Buyer Program

June 6-9, 2005

Chicago, IL

Contact: Bryan Larson, Baltimore USEAC, at 410-962-4534 or Bryan.Larson@mail.doc.gov

Supercomm is a premier trade event for information and communications technology exhibitions and conferences. Approximately 300,000 attendees and 600 exhibitors are expected this year. The Commercial Service will offer U.S. companies an opportunity to meet several international buyer delegations.

International

Svyaz Expocomm – Russia

May 10-14, 2005

Moscow, Russia

Contact: Bryan Larson, Baltimore USEAC, at 410-962-4534 or Bryan.Larson@mail.doc.gov

Svyaz Expocomm is Russia's premier telecommunications and information technology tradeshow. More than 100,000 attendees and 870 exhibitors participated in Svyaz Expocomm 2004. This event is a U.S. Department of Commerce certified event and the U.S. Commercial Service is offering its services to companies that are interested in exhibiting at the tradeshow.

Pan African Health 2005

May 17-19, 2005

Johannesburg, South Africa

Contact: Jeanne Townsend, Baltimore USEAC, at 410-962-4539 or Jeanne.Townsend@mail.doc.gov.

The U.S. Commercial Service in Johannesburg encourages companies to exhibit at the Pan African Health 2005 exhibition and conference this May. Pan African Health 2005, Africa's international medical technology and healthcare

exhibition and conference, is a joint venture between Traders Publications, publishers of the pan-African *Healthcare Journal*, and Biz Events. The exhibition and conference focus on the theme: The Business of Healthcare in Africa. "Pan African Health 2005 is not another healthcare talk-shop," says *Healthcare Journal* editor, Bruce Sheppy. It has a very specific business and trading focus, with its sights set on sub-Saharan Africa. It will provide solutions-based approaches to major healthcare issues." The exhibition will bring together business visitors and decision makers from all over Africa to interact with the world's leading developers and manufacturers of medical technology products and solutions.

Network and Interop 2005 Tokyo

USA Pavilion

June 8-10, 2005

Tokyo, Japan

Contact: Bryan Larson, Baltimore USEAC, at 410-962-4534 or Bryan.Larson@mail.doc.gov

Network and Interop is one of Asia's largest exhibitions for network infrastructure and Internet working technology. In 2004, 376 companies exhibited and the event attracted over 141,000 attendees during the three-day exhibition. This event is an excellent opportunity for U.S. companies to expose their products and services to the Japanese market, which is one of the most dynamic markets in the world. Exhibits include telecom carriers, enterprise products, and other network related products. The U.S. Commercial Service will organize a USA Pavilion to assist U.S. companies in displaying at the Network and Interop show.

Safety and Security Trade Mission To Latin America

June 12-17, 2005

Colombia and Venezuela, with Optional Stop in Panama

Cost: \$3,000 (extra for Panama stop)

Contact: Mathew Woodlee, Baltimore USEAC, at 410-962-4539 or Mathew.Woodlee@mail.doc.gov

Safety and security products are greatly needed in the region. Financial and banking sectors are looking for products covering the entire spectrum from physical security to information security technology. Major investment is expected in key manufacturing and industrial sectors, pushing up the demand for industrial safety and personal protection devices. Maritime and air transport sectors in this region are increasingly seeking solutions for security concerns.

Processed Foods & Equipment Catalog Show for the Palestinian and Arab-Israeli Markets

June 20-22, 2005

Bethlehem and Ramallah, West Bank

Nazareth, Israel

Contact: Alexandur Amdur, Baltimore USEAC, at 410-962-4539 or Alexandur.Amdur@mail.doc.gov

The U.S. Commercial Service and the U.S. Foreign Agricultural Service are jointly organizing a client-tailored

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"Processed Foods and Equipment Catalog Show for the Palestinian and Arab-Israeli Markets." This unique event will offer excellent business opportunities for American exporters of processed foods and food processing equipment. With a population of 3.9 million that is growing at 3.9% annually, the Palestinian food-industry market is alone worth roughly \$600 million. The U.S. Commercial Service in Jerusalem can also help you gauge interest in your products in the 1.2 million Israeli-Arab market, accounting for one-fifth of the population of Israel.

Sweden Nanotec Forum 2005

June 20-22, 2005

Stockholm, Sweden

Contact: Bryan Larson, Baltimore USEAC, at 410-962-4534 or Bryan.Larson@mail.doc.gov

The U.S. Commercial Service at the U.S. Embassy in Sweden is supporting the Nanotec Forum/Exhibition from June 20-22, 2005. The conference organizer is offering the Embassy and a U.S. nanotechnology organizations or associations a free booth, equipped with a table, two stools, and a brochure stand. The organizer is very interested in having a U.S. nanotechnology association or organization exhibit at this event. Any other company or organization interested in exhibiting may sign up for a regular booth.

Nanotec Expo 2005 – Brazil

July 5-8, 2005

Sao Paulo, Brazil

Contact: Bryan Larson, Baltimore USEAC, at 410-962-4534 or Bryan.Larson@mail.doc.gov

Brazil is hosting South America's first nanotechnology tradeshow, which is expected to draw approximately 10,000 buyers and attendees. A number of major Brazilian industry associations are supporting Nanotec 2005. In addition, the U.S. Department of Commerce's Commercial Service is offering customized support for U.S. companies that would like to exhibit at Nanotec 2005.

Healthcare Trade Mission to Australia and New Zealand

September 12-16, 2005

Sydney, Melbourne, Auckland

Cost: \$3,500

Contact: Jeanne Townsend, Baltimore USEAC, at 410-962-4539 or Jeanne.Townsend@mail.doc.gov.

Join the U.S. Department of Commerce's Healthcare Trade Mission to Australia and New Zealand and meet with prospective distributors, resellers, and strategic partners in dynamic markets offering excellent potential for U.S. healthcare products and services. The mission will target IT-Healthcare, a top prospect for both markets, and other promising healthcare subsectors.

China International Exhibition on Financial Banking Technology and Equipment

September 18-21, 2005

Beijing, China

Cost: \$100 for catalog show.

Contact: Bryan Larson, Baltimore USEAC, at 410-962-4534 or Bryan.Larson@mail.doc.gov

The Commercial Service of the U.S. Embassy in Beijing is pleased to announce that it will sponsor the U.S. Pavilion at the CIFTEE to promote American equipment and services to China's financial services market. In addition to the US Pavilion, the Commercial Service of the U.S. Embassy in Beijing will also host a Catalog Showcase, where we will display your company's promotional material and encourage trade show visitors to review your product literature.

Eastern Mediterranean StudyUSA Tour

Morocco, Israel, Jordan, Turkey, Lebanon, and Egypt

September 21 – October 15, 2005

Cost: depends upon number of venues chosen.

Contact: Bryan Larson, Baltimore USEAC, at 410-962-4534 or Bryan.Larson@mail.doc.gov

Education fairs in Morocco, Israel, Jordan, Turkey, Lebanon, and Egypt. This is a great opportunity for accredited post-secondary educational service providers to tap the demand represented by roughly 21,000 students from these markets actually studying in the United States in 2004, not to mention many thousands more requests for information received each year in these markets of 180 million people.

The convenient schedule allows participants to choose all venues or just those markets of greatest interest to them, including 10-11 fully optional stops in Marrakech, Casablanca/Rabat, Ifrane or Tangier, Tel Aviv, Ramallah, Amman, Ankara, Izmir, Beirut, Cairo and Alexandria. As a further alternative, participating universities may also sign up for the Catalog Show Program, either to supplement their travel schedule or as an alternative to participating in person.

MBA Fair 2005 – Europe

September 26-29, 2005

Sweden, Switzerland, Germany

Contact: Bryan Larson, Baltimore USEAC, at 410-962-4534 or Bryan.Larson@mail.doc.gov

The MBA Fair of the U.S. Commercial Service will be in its ninth year and has proven to be a pivotal platform for international MBA marketing. The fair will be held in Stockholm, September 26, Zurich, September 28, and Hamburg, September 29. The MBA Fair is designed for U.S. universities with MBA programs to exhibit in cities not regularly covered by the larger MBA/University recruitment fairs.

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Networld+Interop 2005

October 18-19, 2005

Paris, France

Contact: Bryan Larson, Baltimore USEAC, at 410-962-4534
or Bryan.Larson@mail.doc.gov

NetWorld+Interop Paris, Europe's marketplace for the entire new-information and communication technologies (NICT) community, features 25,000 technical and functional decision makers and leaders, 250 exhibitors, and the active support of institutional players (including politicians, the media, chambers of commerce, ADAE, CIGREF, and Syntec Informatique. Services provided by the U.S. Commercial Service offered include matchmaking services for the U.S. exhibitors, the release of the latest market research, and U.S. Embassy support at the show.

China Coal & Mining Expo 2005

October 25 - 28, 2005

Beijing, China

Contact: Baltimore USEAC, 410-962-4539 or
Office.BaltimoreUSEAC@mail.doc.gov

The U.S. Commercial Service at the U.S. Embassy in Beijing invites companies to participate in the first ever USA Pavilion at the China Coal & Mining Expo 2005. The USA Pavilion provides a unique opportunity for leading American companies to make an impact in the coal mining equipment market. 187 exhibitors from 14 countries attended China Coal & Mining Expo 2003 along with over 11,000 industry professionals. In 2005, China Coal & Mining Expo will maintain its position as the largest international trade show for the Chinese coal and mining sector.

Study USA Pavilion at Universitarea

November 10-13, 2005

Mexico City, Mexico

Contact: Bryan Larson, Baltimore USEAC, at 410-962-4534
or Bryan.Larson@mail.doc.gov

For the last three years, Mexico has been the 7th largest source of international students in the United States. Mexican students prefer to study in the U.S. because of its close geographical location, commercial ties, and quality of school programs. The 4th annual Study USA Mexico Pavilion at Universitarea is the number one venue for U.S. schools looking to tap into this burgeoning Mexican student market. With over 40,000 visitors, Universitarea is the leading event in Mexico for higher education.

Cartes Smart Card 2005

November 15-17, 2005

Paris, France

Contact and More Info: Bryan Larson, Baltimore USEAC, at 410-962-4534 or Bryan.Larson@mail.doc.gov

For the past twenty years, the CARTES exhibition has been providing its support to the smart card industry by hosting a dynamic event that brings together manufacturers and buyers. IDentification, the new event, is entirely devoted to

identification technologies and media CARTES is opening the market of person identification and access management technologies by hosting, in 2005, the ID identification area. Centrally located in the exhibition hall, this new sector will provide an additional draw for decision-makers in this field, reflecting a global and exhaustive offer that covers new identification technologies (RFID/AIDC, e-government, authentication, contactless, biometrics...). Services provided by the U.S. Commercial Service include match-making services for the U.S. Exhibitors, the release of the latest market research, and U.S. Embassy support at the show.

Online Education

November 30 – December 2, 2005

Hamburg, Germany

Contact and More Info: Bryan Larson, Baltimore USEAC, at 410-962-4534 or Bryan.Larson@mail.doc.gov

This annual event is an important meeting point for international e-learning and training experts from the business sector, universities, as well as government and administrative institutions. Experts get together to keep up with the latest trends and to establish contacts. This show attracts more than 1700 participants from 66 countries.

Bill Burwell

Director
Services, General Manufacturing
Financial Services

Deborah Conrad

Senior International Credit Officer
U.S. Small Business Administration
Trade Finance

Jeanne Townsend

Senior International Trade Specialist
Healthcare Technologies
Biotechnology, Sporting Goods

Jolanta Coffee

International Trade Specialist
Travel & Tourism, Environmental Tech.

Mathew Woodlee

International Trade Specialist
Safety and Security
Aerospace and Defense

Alexandur Amdur

Commercial Officer
ACE, Building Equip/Services
Food & Food Processing

Bryan Larson

Commercial Officer
Information Tech.,
Telecommunications
Education & Training Services

Kimberly Robinson

Trade Reference Assistant
General Info., Special Projects

Call us Today! 401-962-4539
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